AB720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	OCTOBER 1990	OCTOBER 1989	JUL-OCT 1989/90	JUL-OCT 1988/89
AL Alabama	10,311	4,833	20,246	18,399
AK Alaska	0	426	928	426
AZ Arizona	192	363	800	1,234
AR Arkansas	2,570	8,170	11,039	15,028
CA California	12,723	9,242	29,397	21,939
CO Colorado	638	583	2,098	1,637
CT Connecticut	70	200	246	659
DE Delaware	1,125	9,790	5,762	11,612
FL Florida	8,141	16,381	33,837	44,379
GA Georgia	11,074	7,069	29,486	34,970
HI Hawaii	239	102	5,870	3,489
ID Idaho	3,352	2,953	8,546	7,325
IL Illinois	73,981	77,735	263,272	262,813
IN Indiana	17,101	27,771	105,243	112,330
IA Iowa	38,773	40,034	193,958	204,616
KS Kansas	7,193	9,414	19,191	20,399
KY Kentucky	6,876	5,094	31,331	28,147
LA Louisiana	12,159	17,922	52,094	22,163
ME Maine	363	4	1,320	136
MD Maryland	2,032	2,936	7,525	5,817
MA Massachusetts	250	135	3,570	1,213
MI Michigan	8,688	14,578	37,427	57,869
MN Minnesota	20,405	27,659	105,840	113,825
MS Mississippi	11,075	5,408	16,092	7,389
MO Missouri	24,930	36,419	81,480	108,648
MT Montana	787	691	4,096	3,565
NE Nebraska	1,910	1,403	5,264	5,586
NV Nevada	0	3	0	3
NH New Hampshire	60	153	152	309
NJ New Jersey	312	424	1,406	1,427
NM New Mexico	435	323	1,106	1,154
NY New York	1,876	1,874	10,641	9,003
NC North Carolina	5,888	4,861	21,215	17,518
ND North Dakota	1,179	992	4,880	5,552
OH Ohio	30,207	33,160	112,402	133,991
OK Oklahoma	1,547	1,926	7,970	8,217
OR Oregon	2,221	2,521	7,925	7,914
PA Pennsylvania	2,778	4,147	14,950	14,103
RI Rhode Island	59	515	319	694
SC South Carolina	1,675	2,952	11,981	21,306
SD South Dakota	760	558	3,271	3,072
TN Tennessee	3,307	9,687	19,996	23,260
TX Texas	9,893	9,306	36,186	32,771
UT Utah	1,125	809	2,874	3,613
VT Vermont	82	184	2,042	1,372
VA Virginia	3,431	3,724	14,273	7,920
WA Washington	2,288	2,238	8,404	9,944
WV West Virginia	134	397	427	533
WI Wisconsin	12,510	10,891	57,509	55,281
WY Wyoming	143	139	947	735
TOTAL U.S.:	358,868	419,249	1,416,834	1,475,305
CANADA				
AB Alberta	4,360	4,351	6,749	7,677
BC Brit. Columbia	130	212	1,134	448
MB Manitoba	2,452	3,811	4,659	7,093
NB New Brunswick	120	289	1,260	554
NF Newfoundland	0	0	0	0
NS Nova Scotia	126	168	510	611
ON Ontario	3,500	7,667	38,329	20,448
PE Pr.Edward Isle	21	1,037	172	1,156
PQ Quebec	2,085	3,255	13,483	10,071
SK Saskatchewan	1,040	1,384	1,947	2,372
TOTAL CAN:	13,834	22,174	68,243	50,430
EXPORT SALES:	258,601	278,248	1,276,345	1,090,393
TOTAL AG SALES	631,303	719,671	2,761,422	2,616,128
Non-Ag U.S.	44,002	45,653	174,427	150,924
Canada	1,424	1,694	5,210	5,619
Exports	8,729	12,717	49,428	39,807
TOTAL NON-AG SALES	54,155	60,064	229,065	196,350
GRAND TOTAL	**685,458**	**779,735**	**2,990,487**	**2,812,478**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,349	3,285	4,421	1,021	235	10,311
AK Alaska	0	0	0	0	0	0
AZ Arizona	4	17	84	0	87	192
AR Arkansas	60	863	1,612	13	22	2,570
CA California	4,033	3,673	2,046	304	2,667	12,723
CO Colorado	339	0	252	28	19	638
CT Connecticut	0	15	28	0	27	70
DE Delaware	0	905	83	0	137	1,125
FL Florida	917	1,690	1,058	1,211	3,265	8,141
GA Georgia	930	912	7,575	193	1,464	11,074
HI Hawaii	0	191	0	0	48	239
ID Idaho	99	98	2,824	78	253	3,352
IL Illinois	1,296	50,067	17,890	4,384	344	73,981
IN Indiana	847	11,304	3,655	1,111	184	17,101
IA Iowa	238	21,308	13,975	3,247	5	38,773
KS Kansas	244	718	5,661	491	79	7,193
KY Kentucky	0	3,670	1,885	0	1,321	6,876
LA Louisiana	0	30	11,868	250	11	12,159
ME Maine	0	0	363	0	0	363
MD Maryland	0	361	1,420	185	66	2,032
MA Massachusetts	0	0	233	0	17	250
MI Michigan	0	5,508	3,052	14	114	8,688
MN Minnesota	66	8,140	10,375	1,467	357	20,405
MS Mississippi	0	4,629	5,446	958	42	11,075
MO Missouri	495	3,360	19,459	1,485	131	24,930
MT Montana	0	284	488	15	0	787
NE Nebraska	173	398	774	130	435	1,910
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	60	0	0	60
NJ New Jersey	0	62	218	32	0	312
NM New Mexico	173	0	199	0	63	435
NY New York	14	255	1,088	362	157	1,876
NC North Carolina	1,108	1,647	482	933	1,718	5,888
ND North Dakota	0	351	773	55	0	1,179
OH Ohio	7,368	13,616	8,245	81	897	30,207
OK Oklahoma	180	218	1,099	17	33	1,547
OR Oregon	63	398	1,589	111	60	2,221
PA Pennsylvania	60	629	1,509	104	476	2,778
RI Rhode Island	0	0	59	0	0	59
SC South Carolina	366	366	120	249	574	1,675
SD South Dakota	0	417	285	58	0	760
TN Tennessee	0	1,481	1,807	14	5	3,307
TX Texas	865	1,722	6,160	546	600	9,893
UT Utah	872	20	233	0	0	1,125
VT Vermont	0	0	76	0	6	82
VA Virginia	183	367	599	1,726	556	3,431
WA Washington	15	540	1,586	40	107	2,288
WV West Virginia	0	121	13	0	0	134
WI Wisconsin	428	9,693	1,906	261	222	12,510
WY Wyoming	48	35	55	0	5	143
TOTAL U.S.:	22,833	153,364	144,688	21,174	16,809	358,868
CANADA						
AB Alberta	47	0	4,168	145	0	4,360
BC Brit. Columbia	0	0	130	0	0	130
MB Manitoba	0	289	1,889	274	0	2,452
NB New Brunswick	0	120	0	0	0	120
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	126	0	0	0	126
ON Ontario	31	597	2,142	121	609	3,500
PE Pr.Edward Isle	0	0	21	0	0	21
PQ Quebec	0	154	1,851	0	80	2,085
SK Saskatchewan	12	18	988	22	0	1,040
TOTAL CAN:	90	1,304	11,189	562	689	13,834
*EXPORT SALES:	188,962	19,378	31,788	15,463	3,010	258,601
TOTAL AG SALES	211,885	174,046	187,665	37,199	20,508	631,303
NON-AG U.S.	35,947	-	-	7,612	443	44,002
Canada	1,148	-	-	276	0	1,424
*Exports	958	-	-	7,711	60	8,729
TOTAL NON-AG SALES	38,053	-	-	15,599	503	54,155
GRAND TOTAL	249,938	174,046	187,665	52,798	21,011	685,458

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	11,440	0	52	11,492
Bangladesh	8,683	0	0	0	0	8,683
Belize	0	0	349	0	43	392
Brazil	2,414	10,823	6,908	0	0	20,145
Chile	23,194	0	0	0	0	23,194
China	3,625	0	0	0	0	3,625
Colombia	7,819	0	0	0	786	8,605
Costa Rica	0	0	666	0	551	1,217
Ecuador	6,316	0	533	0	485	7,334
India	435	0	0	0	0	435
Indonesia	34,941	0	0	0	0	34,941
Japan	20,624	0	7,924	15,435	169	44,152
Korea	42,817	0	0	0	0	42,817
Malaysia	14,515	0	0	0	0	14,515
Mexico	1,924	441	0	28	893	3,286
New Zealand	0	8,114	0	0	20	8,134
Puerto Rico	0	0	0	0	11	11
South Africa	0	0	3,968	0	0	3,968
Sri Lanka	14,617	0	0	0	0	14,617
Thailand	3,736	0	0	0	0	3,736
OTHER COUNTRIES	3,302	0	0	0	0	3,302
TOTAL AG:	188,962	19,378	31,788	15,463	3,010	258,601
NON-AGRICULTURAL						
Australia	13	-	-	0	0	13
Japan	0	-	-	7,698	38	7,736
Mexico	487	-	-	0	22	509
Sweden	320	-	-	0	0	320
Switzerland	0	-	-	13	0	13
Taiwan	138	-	-	0	0	138
TOTAL NON-AG:	958	-	-	7,711	60	8,729
TOTAL EXPORTS	**189,920**	**19,378**	**31,788**	**23,174**	**3,070**	**267,330**

OTHER COUNTRIES: 3,302 tons standard grade to Singapore.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	792	3,285	3,393	958	8,428
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	863	818	0	1,681
CA California	0	0	0	117	117
CO Colorado	0	0	0	0	0
CT Connecticut	0	15	28	0	43
DE Delaware	0	905	83	0	988
FL Florida	547	1,690	700	1,211	4,148
GA Georgia	916	912	7,575	187	9,590
HI Hawaii	0	0	0	0	0
ID Idaho	0	98	1,254	78	1,430
IL Illinois	691	46,311	6,415	4,384	57,801
IN Indiana	305	9,580	2,452	1,111	13,448
IA Iowa	127	18,629	6,658	3,247	28,661
KS Kansas	0	0	64	113	177
KY Kentucky	0	3,670	61	0	3,731
LA Louisiana	0	0	6,404	0	6,404
ME Maine	0	0	363	0	363
MD Maryland	0	361	1,420	185	1,966
MA Massachusetts	0	0	233	0	233
MI Michigan	0	5,508	664	14	6,186
MN Minnesota	45	8,140	10,375	1,467	20,027
MS Mississippi	0	4,629	0	942	5,571
MO Missouri	0	2,004	8,766	1,049	11,819
MT Montana	0	284	473	15	772
NE Nebraska	0	383	96	114	593
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	60	0	60
NJ New Jersey	0	62	218	32	312
NM New Mexico	0	0	0	0	0
NY New York	14	255	1,088	362	1,719
NC North Carolina	1,108	1,647	482	933	4,170
ND North Dakota	0	351	773	55	1,179
OH Ohio	7,368	13,616	8,231	81	29,296
OK Oklahoma	0	0	61	0	61
OR Oregon	0	218	865	111	1,194
PA Pennsylvania	60	629	1,509	104	2,302
RI Rhode Island	0	0	59	0	59
SC South Carolina	366	366	120	249	1,101
SD South Dakota	0	417	285	58	760
TN Tennessee	0	1,481	1,807	0	3,288
TX Texas	0	0	0	0	0
UT Utah	311	20	0	0	331
VT Vermont	0	0	76	0	76
VA Virginia	183	367	599	1,726	2,875
WA Washington	15	540	1,533	40	2,128
WV West Virginia	0	121	13	0	134
WI Wisconsin	428	9,693	1,906	261	12,288
WY Wyoming	0	35	35	0	70
TOTAL U.S.:	13,276	137,085	78,015	19,204	247,580
CANADA					
AB Alberta	47	0	4,168	145	4,360
BC Brit. Columbia	0	0	130	0	130
MB Manitoba	0	289	1,889	274	2,452
NB New Brunswick	0	120	0	0	120
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	126	0	0	126
ON Ontario	31	597	2,142	121	2,891
PE Pr.Edward Isle	0	0	21	0	21
PQ Quebec	0	154	1,851	0	2,005
SK Saskatchewan	12	18	988	22	1,040
TOTAL CAN:	90	1,304	11,189	562	13,145
*EXPORT SALES:	169,499	15,603	29,455	15,435	229,992
TOTAL AG SALES	182,865	153,992	118,659	35,201	490,717
NON-AG U.S.	22,089	-	-	7,536	29,625
Canada	1,148	-	-	276	1,424
*Exports	151	-	-	7,711	7,862
TOTAL NON-AG SALES	23,388	-	-	15,523	38,911
GRAND TOTAL	**206,253**	**153,992**	**118,659**	**50,724**	**529,628**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	11,440	0	11,440
Bangladesh	8,683	0	0	0	8,683
Brazil	2,414	7,489	6,123	0	16,026
Chile	22,411	0	0	0	22,411
China	3,625	0	0	0	3,625
India	435	0	0	0	435
Indonesia	34,941	0	0	0	34,941
Japan	18,003	0	7,924	15,435	41,362
Korea	42,817	0	0	0	42,817
Malaysia	14,515	0	0	0	14,515
New Zealand	0	8,114	0	0	8,114
South Africa	0	0	3,968	0	3,968
Sri Lanka	14,617	0	0	0	14,617
Thailand	3,736	0	0	0	3,736
OTHER COUNTRIES	3,302	0	0	0	3,302
TOTAL AG:	169,499	15,603	29,455	15,435	229,992
NON-AGRICULTURAL					
Australia	13	-	-	0	13
Japan	0	-	-	7,698	7,698
Switzerland	0	-	-	13	13
Taiwan	138	-	-	0	138
TOTAL NON-AG:	151	-	-	7,711	7,862
TOTAL EXPORTS	**169,650**	**15,603**	**29,455**	**23,146**	**237,854**

OTHER COUNTRIES: 3,302 tons standard grade to Singapore.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	557	0	1,028	63	235	1,883
AK Alaska	0	0	0	0	0	0
AZ Arizona	4	17	84	0	87	192
AR Arkansas	60	0	794	13	22	889
CA California	4,033	3,673	2,046	187	2,667	12,606
CO Colorado	339	0	252	28	19	638
CT Connecticut	0	0	0	0	27	27
DE Delaware	0	0	0	0	137	137
FL Florida	370	0	358	0	3,265	3,993
GA Georgia	14	0	0	6	1,464	1,484
HI Hawaii	0	191	0	0	48	239
ID Idaho	99	0	1,570	0	253	1,922
IL Illinois	605	3,756	11,475	0	344	16,180
IN Indiana	542	1,724	1,203	0	184	3,653
IA Iowa	111	2,679	7,317	0	5	10,112
KS Kansas	244	718	5,597	378	79	7,016
KY Kentucky	0	0	1,824	0	1,321	3,145
LA Louisiana	0	30	5,464	250	11	5,755
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	66	66
MA Massachusetts	0	0	0	0	17	17
MI Michigan	0	0	2,388	0	114	2,502
MN Minnesota	21	0	0	0	357	378
MS Mississippi	0	0	5,446	16	42	5,504
MO Missouri	495	1,356	10,693	436	131	13,111
MT Montana	0	0	15	0	0	15
NE Nebraska	173	15	678	16	435	1,317
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	173	0	199	0	63	435
NY New York	0	0	0	0	157	157
NC North Carolina	0	0	0	0	1,718	1,718
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	14	0	897	911
OK Oklahoma	180	218	1,038	17	33	1,486
OR Oregon	63	180	724	0	60	1,027
PA Pennsylvania	0	0	0	0	476	476
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	574	574
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	14	5	19
TX Texas	865	1,722	6,160	546	600	9,893
UT Utah	561	0	233	0	0	794
VT Vermont	0	0	0	0	6	6
VA Virginia	0	0	0	0	556	556
WA Washington	0	0	53	0	107	160
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	222	222
WY Wyoming	48	0	20	0	5	73
TOTAL U.S.:	9,557	16,279	66,673	1,970	16,809	111,288
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	609	609
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	80	80
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	689	689
*EXPORT SALES:	19,463	3,775	2,333	28	3,010	28,609
TOTAL AG SALES	29,020	20,054	69,006	1,998	20,508	140,586
NON-AG U.S.	13,858	-	-	76	443	14,377
Canada	0	-	-	0	0	0
*Exports	807	-	-	0	60	867
TOTAL NON-AG SALES	14,665	-	-	76	503	15,244
GRAND TOTAL	**43,685**	**20,054**	**69,006**	**2,074**	**21,011**	**155,830**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

OCTOBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	52	52
Belize	0	0	349	0	43	392
Brazil	0	3,334	785	0	0	4,119
Chile	783	0	0	0	0	783
Colombia	7,819	0	0	0	786	8,605
Costa Rica	0	0	666	0	551	1,217
Ecuador	6,316	0	533	0	485	7,334
Japan	2,621	0	0	0	169	2,790
Mexico	1,924	441	0	28	893	3,286
New Zealand	0	0	0	0	20	20
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	19,463	3,775	2,333	28	3,010	28,609
NON-AGRICULTURAL						
Japan	0	-	-	0	38	38
Mexico	487	-	-	0	22	509
Sweden	320	-	-	0	0	320
TOTAL NON-AG:	807	-	-	0	60	867
TOTAL EXPORTS	**20,270**	**3,775**	**2,333**	**28**	**3,070**	**29,476**